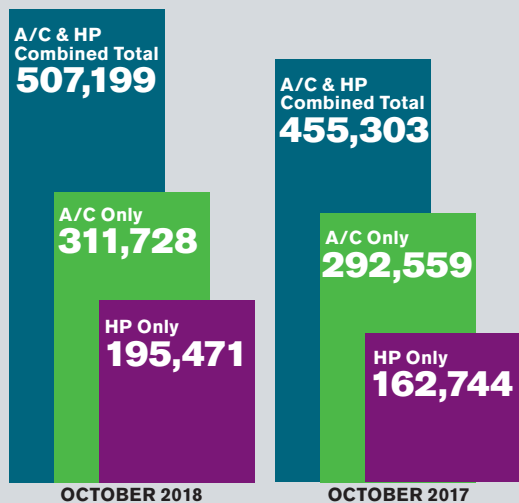


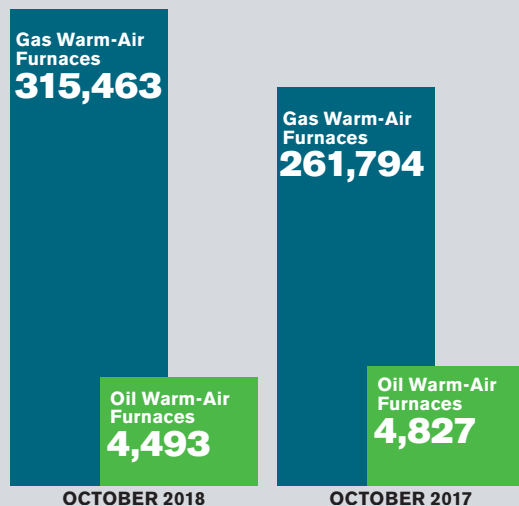
CENTRAL A/C AND AIR-SOURCE HEAT PUMPS

U.S. shipments of central air conditioners and air-source heat pumps totaled 507,199 units in October 2018, up 11.4 percent from 455,303 units shipped in October 2017. Air conditioners increased 6.6 percent, to 311,728 units, up from 292,559 units shipped in October 2017. Air-source heat pumps increased 20.1 percent, to 195,471 units, up from 162,744 units shipped in October 2017.



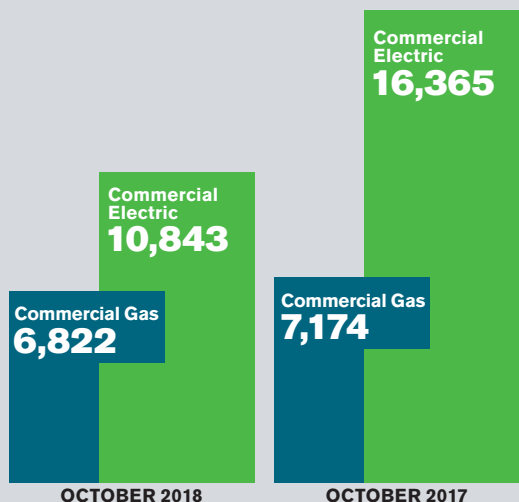
WARM-AIR FURNACES

U.S. shipments of gas warm-air furnaces increased 20.5 percent in October 2018, to 315,463 units, up from 261,794 units shipped in October 2017. Oil warm-air furnace shipments decreased 6.9 percent, to 4,493 units, down from 4,827 units shipped in October 2017.



COMMERCIAL STORAGE WATER HEATERS

Commercial gas storage water heater shipments decreased 4.9 percent in October 2018, to 6,822 units, down from 7,174 units shipped in October 2017. Commercial electric storage water heater shipments decreased 33.7 percent, to 10,843 units, down from 16,365 units shipped in October 2017.



RESIDENTIAL STORAGE WATER HEATERS

U.S. shipments of residential gas storage water heaters increased 11.5 percent in October 2018, to 373,450 units, up from 334,854 units shipped in October 2017. Residential electric storage water heater shipments increased 2 percent, to 341,572 units, up from 334,901 units shipped in October 2017.

